

Message Text

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ORIGIN AGR-10

INFO OCT-01 ARA-10 ISO-00 EB-07 COME-00 /028 R

DRAFTED BY USDA/ETSD:WFDobbins/NKALLEMEYN:ARA/CAR:DCNORTON

APPROVED BY ARA/LA/CAR:WBWHEELER

USDA/ETSD:ECOLLINS

USDA/FMD:JMINYARD

USDA/AA:NPETTIPAW

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P 071858Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY KINGSTON PRIORITY

INFO AMEMBASSY PORT OF SPAIN PRIORITY

AMEMBASSY SANTO DOMINGO

UNCLAS STATE 003437

E.O. 11652: N/A

TAGS:BEXP, JM

SUBJECT: U.S. FOOD EXHIBIT (FAS SPONSORED) KINGSTON

REFERENCE: (A) KINGSTON 5084, (B) KINGSTON 4904,
(C) STATE 300290

1. FAS REGRETS MISUNDERSTANDING THAT HAS ARISEN REGARDING PROPOSED FOOD EXHIBIT IN KINGSTON. AS POINTED OUT IN REFTEL (C), FAS CONTACTED EACH OF THE COMMERCIAL PARTICIPANTS AND MADE THEM AWARE OF THE CHANGED ECONOMIC AND IMPORT SITUATION IN JAMAICA. DESPITE THIS INFORMATION, 15 OF 17 FIRMS HAVE STILL INDICATED A DESIRE TO PARTICIPATE IN THIS SHOW FOR REASONS ALREADY ENUMERATED.

2. AGATTACHE JOHN JACOBS, WHO WAS IN U.S. ON CONSULTATIONS DECEMBER 15-19, DELAYED HIS RETURN TO SANTO DOMINGO BY STOPPING IN KINGSTON TO CONFER WITH EMBASSY REGARDING THIS SHOW. TELEPHONE CALLS FROM AGATTACHE ON DECEMBER 23 AND 24 INDICATED EMBASSY PREPARED TO COOPERATE IN STAGING
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EVENT. JACOBS ALSO REPORTEDLY OBTAINED VERBAL ASSURANCE

FROM MINISTRY OF MARKETING AND COMMERCE THAT PRODUCTS WOULD BE PERMITTED ENTRY FOR DISPLAY PURPOSES. FURTHER TELEPHONE CONVERSATION BETWEEN FAS AND EMBASSY COMMERCIAL OFFICER QUAN ON DECEMBER 29 REGARDING PRODUCTS TO BE

SHOWN GAVE NO HINT THAT STATUS OF SHOW WAS IN JEOPARDY. IN FACT, EMBASSY OFFICER ASKED THAT DETAILS DISCUSSED BY PHONE BE CONFIRMED IN WRITING. LIST OF FIRMS, PRODUCTS AND QUANTITIES AIRMAILED SPECIAL DELIVERY DECEMBER 30.

3. IN VIEW OF THESE ASSURING CONVERSATIONS, FAS INFORMED COMMERCIAL PARTICIPANTS THAT PLANS FOR JAMAICA WERE PROGRESSING AND THAT THEY SHOULD START MOVING DISPLAY PRODUCTS TO FAS WAREHOUSE FOR SHIPMENT AND TO CONFIRM THEIR HOTEL AND TRAVEL RESERVATIONS. DOCUMENTATION BEING RECEIVED IN FAS/W INDICATES THAT MANY FIRMS HAVE ALREADY SHIPPED PRODUCTS TO THE U.S. DESPATCH AGENT IN MIAMI. ADDITIONALLY, PLANS FOR MODEST PROGRAM INVITING TRADE FROM JAMAICA AND SURROUNDING AREAS HAVE ALREADY BEEN SET IN MOTION.

4. THE PROPOSED SHOW IS LOW BUDGET AND, AS SUCH, EMBASSY'S SUPPORT WILL BE LIMITED TO OBTAINING CLEARANCE FOR PRODUCTS, CONTRACTING, AND BUDGET AND FISCAL ASSISTANCE. SOME FAS COSTS WILL BE OFFSET BY PARTICIPATING FIRMS AS EACH MUST PAY A PARTICIPATION FEE AND SHIPPING CHARGES FOR PRODUCT. EACH U.S. REPRESENTATIVE WILL PAY OWN AIR FARE AND LIVING EXPENSES.

5. BASED ON BELIEF THAT EXHIBIT HAD RECEIVED FAS AGREEMENT, EMBASSY SET IN MOTION FINAL ARRANGEMENTS FOR THIS PROMOTION. THIS COUPLED WITH CONTINUED U.S. INDUSTRY SUPPORT MAKES IT IMPERATIVE THAT FAS FULFILL ITS COMMITMENT TO PARTICIPATING FIRMS.

6. IN REGARD TO THE RICE PROBLEMS, WHICH FAS IS WELL AWARE, FIRMS HAVE BEEN ADVISED NOT TO SHOW THIS COMMODITY IN JAMAICA. FIRMS HANDLING MULTIPLE COMMODITIES ARE ALWAYS EAGER TO DISPLAY FULL LINE AND UNCLASSIFIED

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HAVE IT KNOWN AMONG FOREIGN BUYERS THAT THEY ARE IN POSITION TO SUPPLY PRODUCTS WHEN AND IF SHORTFALL IN LOCAL SOURCES SHOULD EXIST. PRODUCTS SUGGESTED TO U.S. FIRMS AS HAVING POTENTIAL IN JAMAICA AND TRINIDAD WERE IDENTIFIED IN EARLIER FAS MARKET STUDY. NEITHER STUDY NOR INDUSTRY SOLICITATION MATERIAL PREPARED BY FAS INCLUDED RICE AS A COMMODITY WITH EXPORT POTENTIAL.

7. FOR REASONS OUTLINED ABOVE, ESPECIALLY PARAGRAPH 4,
FAS STRONGLY DESIRES PROCEED WITH FOOD EXHIBIT AND HOPES
AMBASSADOR WILL CONCUR. IF SO, EDWARD COLLINS, LATIN
AMERICA TRADE DEVELOPMENT OFFICER, FAS, PREPARED TO TRAVEL
TO KINGSTON AND PORT OF SPAIN TO MANAGE EXHIBITS.
COLLINS' PROPOSED ITINERARY IS AS FOLLOWS: JANUARY 12

ARRIVE KINGSTON 13:25 HRS., EA 995; ETD JANUARY 16,
16:20 HRS., BW 401; ARRIVE PORT OF SPAIN 21:15 HRS.,;
ETD FEBRUARY 1, 07:30 HRS., BW 400; ARRIVE KINGSTON
11:40 HRS., ETD FEBRUARY 11, 17:20 HRS., EA 994;
ARRIVE WASHINGTON 21:24 HRS. COLLINS DESIRES SINGLE
ROOM RESERVATIONS AT SHERATON IN KINGSTON AND HOLIDAY
INN IN PORT OF SPAIN. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE003437
Document Source: CORE
Document Unique ID: 00
Drafter: WFDOBBINS/NKALLEMEYN:ARA/CAR:DCNORTON
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760005-0561
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760178/aaaacryp.tel
Line Count: 129
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN AGR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 KINGSTON 5084, 76 KINGSTON 4904
Review Action: RELEASED, APPROVED
Review Authority: castelsl
Review Comment: n/a
Review Content Flags:
Review Date: 17 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17 JUN 2004 by barnescd>; APPROVED <17 AUG 2004 by castelsl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: U.S. FOOD EXHIBIT (FAS SPONSORED) KINGSTON
TAGS: BEXP, JM
To: KINGSTON
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006